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U. S. Department of Agriculture

APPALACHIAN NURSERIES

W. J. BILLERBECK

L. F. BILLERBECK

FAIRVIEW AVENUE
WAYNESBORO, PENNA.

LINERS SPRING 1952



Phones :

Nurseries	(Till 9 P. M.)	1179J
Home	(Sundays & after 9 P. M.)	1179M



Members

American Association Nurserymen
Pennsylvania Association Nurserymen
Maryland Association Nurserymen

TERMS: Usual

PACKING CHARGES: Prices quoted
include all charges for packing.



Method of Delivery

Plants in bands or pots will be delivered by our trucks, so far as it is practicable. In the spring '51 season nearly all of our merchandise was delivered by our trucks or by hired trucks. Deliveries were made to the New England States, and statewide over the states of New York, New Jersey, Pennsylvania, Delaware, Maryland, Virginia, West Virginia, and Ohio.

Most forms of transportation are either too costly or too slow; and all are pretty rough on plants in less than carload lots. So we have made it a practice to deliver shipments of 1000 banded plants or more, whenever it is possible. Even if your order is for less than 1000 plants in bands, if you are located so that we can group your shipment with others, truck delivery will be made. Our charges for delivery will be reasonable, and your plants will be handled carefully by experienced men.

There is always the remote possibility that some federal regulations may prevent deliveries by our own trucks. To "hedge" against such a regulation, we have made arrangements with a local trucking company to "cover" us on truck delivery service.

Lots which cannot be handled by our trucks will be forwarded by Motor Express, Parcels Post, or Railway Express - whichever appears most advantageous for you.

TRUCKING CHARGES

Banded plants average a little over 60 lb per 100 (30 lb per flat of 50). To establish equitable trucking charges to all points the charges are based on the same principle as R. R. Express charges, except that the trucking charges are considerably lower. Take a shipment of 1500 (900 lb or 30 flats) banded plants to Trenton, New Jersey as an illustration; Old R. R. Express Guide shows the second class charge to Trenton for the 900 lb as \$25.65. Deduct 25% and you have \$19.24 which would be our charge for truck delivery. The same shipment to either New York City, Dansville or Ithaca, N. Y., Wheeling and Hinton, W. Va.; E. Liverpool, Ohio; Blacksburg, Chatham and Suffolk, Va. would cost exactly the same.

Nearby points will, of course be less, whereas farther points will be more; but you can, by using 60 lb per 100 plants and Express scale 11 less 25%, calculate the exact cost to you of our trucking service. Or, write us and we will be happy to give you the figures. The above applies, of course, where we can make delivery by our own trucks.



You Can't "Beat the Band"

No, Sir, you just can't beat the plantband program for high grade, low cost, quick growing liners.

JUST THINK—

- **They cost less! You save money!**
- **They grow! You make money!**
(See page 6.)
- **They're easy to plant** (*with or without a planter*). **You save time!** (*See page 7.*)
- **They can be planted at your convenience: — next week or next month!**
A lot fewer pains in the neck! (See page 17.)

Sounds like a good deal, doesn't it? It's just as good as it sounds.

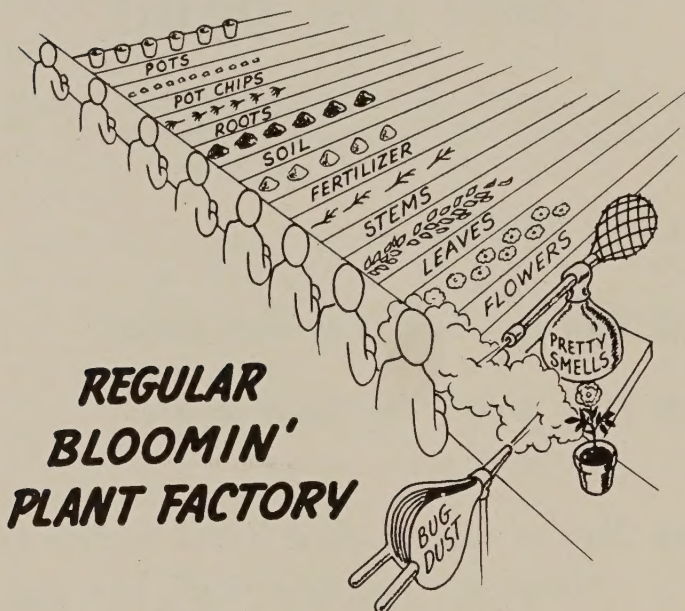
Take prices, for instance. Maybe that's an outmoded subject in these days of "a deepfreezer in every jackpot, and a couple of mink coats for every chicken." Nevertheless we suspect that most nurserymen, like we, still labor over cost sheets and other mundane things like expenses and profits. We believe, too, that every nurseryman is just as much interested in costs and prices as we are.

These banded liners are priced at these low prices simply because costs of production are lower than "from pots," or "from beds." We've tried them all.

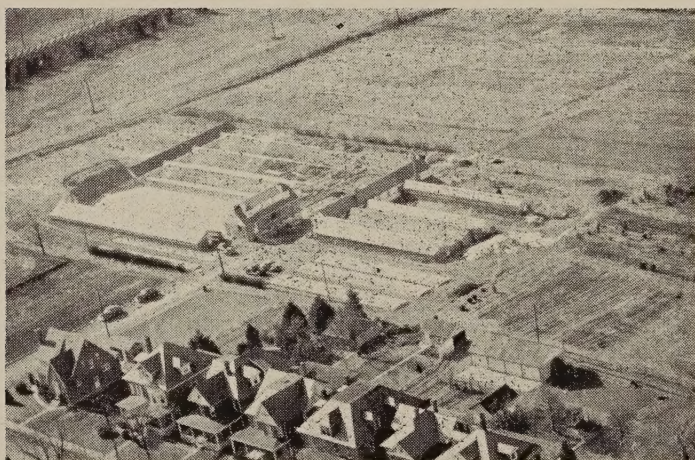
Some years ago, having convinced ourselves that a first-class job could be done with plantbands, we proceeded to "gear the whole place" to the efficient production of banded plants. There's still plenty of room for improvement, but maybe the quotation of a comment by a visiting nurseryman a few weeks ago



tells the impression of others. After a look around, he came up with, "Holy smokes, the place is a regular bloomin' plant factory."



Now of course we are too modest to agree with him entirely; but we will admit that we are doing everything we can to make the place the most efficient possible, and thus keep the costs at a minimum and the quality the very highest.



"IT" from the air.



Banded Shrubs and Evergreens

For 1952 Shipment

2" BANDS

Shipments will begin about May 1st to 10th.
See "Method of Delivery" on page 2.

RATES: Prices are "per 100"; 50 or more at 100 rate; 300 or more of a single variety at 5% off prices quoted; 1000 or more of a single variety at 10% off prices quoted; for less than 50 of a variety, figure \$3.00 per 100 above prices shown.

- | | |
|---|-------|
| * ABELIA grandiflora. (A best in shrubs. Blooms continuously and is practically a broad-leaved evergreen. Grows in any soil.) ----- | 10.00 |
| AZALEA amoena. (Blooms after and with more purplish flowers than hinodegiri. Somewhat hardier than "hino." See notes under "Rhododendrons.") ----- | 12.50 |
| * AZALEA hinodegiri. (Broadleaved evergreen type; brilliant deep red flowers in early spring; hardy here; see notes under "Rhododendrons.") ----- | 12.50 |
| * AZALEA kaempheri hybrids. (Evergreen; hardier than hinodegiri; mixed colors; predominately pink, but includes some salmon and other shades to almost yellow; see notes under "Rhododendrons.") ----- | 13.50 |
| * AZALEA mollis hybrids. (Deciduous; mixed colors pink thru gold to clear yellow. See notes under "Rhododendrons.") ----- | 12.50 |
| * AZALEA schlippenbachii. (Deciduous; extra large deep pink blooms on large growing shrub; see notes under "Rhododendrons.") ----- | 12.50 |
| * BERBERIS juliana. (Julians Evergreen Barberry; restricted in wheat growing states, but we can supply certificate; fine evergreen shrub with fine foliage and big thorns August.) ----- | 12.50 |
| BERBERIS thunbergi atropurpurea. (Red-leaf Japanese Barberry; restricted in wheat growing states, but we can supply certificate.) ----- | 6.50 |

* See page 18 before ordering items so marked.



Storage Greenhouse #4.



Banded Shrubs & Evergreens (Continued)

They Grow! You Make Money!

It's all very simple. These plants in bands don't have a "transplanting check" to overcome. They are well enough established so that you can set them directly to the field, and expect them to keep right on growing.

Many customers write us that every plant grows.

Compare that with "stock from beds."

The grower who produces it has his troubles. He must get the plants dug before they start too much

**THEY MAKE
MONEY
FOR YOU**



growth in the Spring. That means that he must ship, in many cases, before you are ready.

Too much business, or too much rain, or one of a hundred reasons hold you up in getting the ground ready. But you ordered it, so here it is. Sometimes the stuff has to lie around for several weeks before you get it planted. It's half dead when you plant it, and it takes all summer to get started — if it starts.

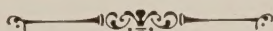
Not so with these banded plants. Nearly all of the stock we sell is delivered by our trucks; and when delivery is made by trucks, the plants are left right in the flats in which they were grown. They make good sturdy growth in a much shorter time, simply because they haven't lost a year's growth trying to overcome "transplanting shock."



Banded Shrubs & Evergreens (Continued)

* BUDDLEA Charming. (Pink Butterflybush; enormous blooms August.)	8.00
* BUDDLEA Dubonnet. (Just missed being red; Butterflybush August.)	8.00
* BUDDLEA Eleanor. (Powder blue Butterflybush August.)	8.00
* BUDDLEA New Red. (Our own introduction; one of the nicest "Reds".)	8.00
BUDDLEA White.	8.00
BUXUS arb. semp. Blue Pyramid. (Definitely blue and definitely Pyramid; same hardiness as American Box.)	13.50
BUXUS suffruticosa. (Dwarf Old English Boxwood.)	13.50
* CALYCANTHUS floridus. (Sweetshrub or strawberry-shrub, or sometimes just "shrub".)	7.50
* CALLICARPA purpurea. (Chinese Beautyberry; violet colored berries in August.)	8.00
* CLETHRA alnifolia rosea. (Pink Summersweet; likes sour soil; see notes under "Rhododendrons".) (Spring '53.)	13.50
* COTONEASTER buxifolia. (Boxleaf Cotoneaster; small, shiny evergreen foliage; plenty of red berries; see notes under Cotoneasters and Pyracanthas".)	12.50
* COTONEASTER horizontalis. (Rock Cotoneaster; spring '53 delivery; see notes under "Cotoneaster and Pyracantha".)	13.50
CUPRESSUS lawsoniana. (Lawson's cypress; blue-green conifer, and a good one.)	17.50
* DESMODIUM penduliflorum. (One of the few deciduous shrubs that blooms in Sept. and Oct.)	10.00
DEUTZIA gracilis. (Slender Deutzia; dwarf, with white flowers in May.)	10.00
DEUTZIA gracilis rosea. (Pink blooming form of the gracilis.)	10.00
* EUONYMUS alatus. (Winged Burningbush.)	12.50
* EUONYMUS alatus compactum. (Compact Winged Burningbush.)	12.50
* EUONYMUS patens. (A good evergreen shrub.)	11.00
* EUONYMUS pulchellus. (Evergreen foliage somewhat like perennial Teucrium; very dwarf; looks a little like Old English Boxwood when small; very fine edging plant or fine for low 10" hedge.)	11.00
EUONYMUS radicans colorata. (Purple-leaved Winter-creeper; Evergreen, long narrow leaves tinged purple; excellent winter cover.)	11.00
EUONYMUS radicans vegetus. (Big-leaved Winter-creeper; evergreen with scarlet fruit.)	11.00

* See page 18 before ordering items so marked.



THEY'RE EASY TO PLANT!

(with or without a planter)

You save time!

You certainly can poke a lot of these banded plants into the ground in a short time. For one thing, the root packages are all of the same size. You don't need some digging tool to dig out a special hole for one plant with a big club root, and for the next plant a "fill back" to set a small, more fibrous root. Plantbands are uniform in size and all shaped alike. You can handle them more quickly for that reason alone.

You can moisten the flat of plants well before you set them. That takes care of the watering at planting time. Chances are you need not water them again, unless the weather should be extremely dry for an extended time.



Banded Shrubs & Evergreens (Continued)

Some nurserymen prefer to remove the plantbands when planting. There may be advantages. Most of our customers tell us they plant band and all. However, we prepare the bands in the flats so that the band locks all "face" in the same direction. Thus, if you do decide to remove the bands in planting, you need only turn the whole flat until the first band comes out "faced" down the row, and all others in that flat will be the same. That helps speed up the removal of the bands.

One question that has always bothered us was



whether or not these banded plants would work well with a planter. We don't have one, and could not be sure. But some of our largest customers tell us that these banded plants work perfectly through a planter.

Visiting nurserymen who use them in quantities of several hundreds to several hundreds of thousands, each tell us of new, original ideas they have successfully applied in planting these plants in bands. They're so simply and easily handled that they will do a better job for you, too.

YOU CAN'T GET JAPANESE BEETLES FROM US!

Everything we have on the place, including stock in pots, bands and in the field is certified by the U. S. D. A. to be free of Japanese Beetles. Ask for certificate if your's is a certified nursery.



Banded Shrubs & Evergreens (Continued)

* ERICA darleysis. (Winter-blooming Heath. Low evergreen, gray-green foliage. Blooms lavender very early in spring. Makes fine pot plant. Grows easily. Good money-maker. Likes Michigan Peat.) -----	10.00
HYDRANGEA arb. grandiflora. (Large double white flowers in August; does well in shade.) -----	9.00
* HYDRANGEA pan. grandiflora. (Hydrangea Pee Gee; ours is extra large flowering strain.) -----	9.00
* ILEX cornuta burfordi. (Burford's Chinese Holly; shiny dark green leaves; heavy berry-bearer; hardy here.) -----	25.00
* ILEX crenata convexa.—bullata. (Lots of noise about this one! A Japanese Holly with dark, shiny green leaves, black berries; fine low foundation plant; in good demand.) -----	15.00
* ILEX crenata rotundifolia. (Roundleaf Jap. Holly. Grows about as broad as high. Excellent broadleaved 'green.) -----	15.00
ILEX aquifolium. (English Holly; only a few available this year.) -----	35.00
* ILEX opaca femina. (Berry-bearing American Holly.) -----	25.00
* ILEX opaca mascula. (Male American Holly; no berries, but you will need some of these to pollenate femina blooms for berries.) -----	25.00
ILEX vomitoria. (Youpon Holly; not too hardy here; poor foliage, but good berry-bearer.) -----	25.00
* JASMINUM nudiflorum. (Winter Jasmine; bright yellow forsythia-like flowers very early in spring; foliage and stems are evergreen.) -----	11.00
* JUNIPERUS chin. pfitzeriana. (Pfitzer's Juniper.) --	15.00
* JUNIPERUS chin. pfitzeriana compacta. (Compact form of Pfitzer Juniper; doesn't grow quite so clumsy and large as common pfitzers.) -----	15.00
* JUNIPERUS glauca hetzi. (Hetz's Blue Juniper; grows well; makes up quickly and a good 'green.) --	15.00
LEUCOTHOE catesbaei. (Drooping Leucothoe or Andromeda. Does well with Azaleas and Rhododendrons. See "Rhododendrons".) -----	13.50
LIGUSTRUM ibota regelianum. (Regal Privet; and these are true "regals".) -----	9.00
* LIGUSTRUM ibota vicary. (New golden-leaved form.) -----	9.00
PHILADELPHUS virginialis. (Virginal mockorange; stock plants from which cuttings were taken were "rogged" several years to leave only true double-flowering type.) -----	12.50
* PICEA conica glauca. (Dwarf Alberta Spruce; very small plants from cuttings. Sold out for Sp. '52 delivery. Booking orders now for '53 shipment.) ---	16.00
* PICEA excelsa maxwelli. (Spreading dwarf Spruce. Just as slow growing as the P. conica glauca, but of globular form. Very compact and beautiful. Very small plants. Sold out for Sp. '52 delivery. Booking orders now for Sp. '53 delivery.) -----	16.00
* PIERIS japonica. (Evergreen Japanese Pieris. See notes under "Rhododendrons".) -----	15.00
* PYRACANTHA cocc. lalandi. (Laland's Firethorn. Thorny bush with orange berries; sells well; see notes under "Cotoneaster and Pyracantha".) -----	12.50
* RETINOSPORA plumosa. (Plumed Retinospora; poor evergreen, but grows quickly and used extensively in housing project planting; therefore in big demand.) -----	12.50
* RETINOSPORA pl. aurea GOLDDUST. (Best of the Golden plumosa Retinosporas.) -----	12.50
* RETINOSPORA pl. lutescens. (Football Cypress. Low, golden-flecked and one of the better Ret's.) -----	12.50
RHODODENDRON carolinianum. (Carolina Rhod. nursery-grown seedlings; hardy over wide area; pink blooms earlier than most Rhod.) -----	13.50
* See page 18 before ordering items so marked.	

Rhododendrons

No two soils are alike. Because of that, each locality presents its own problems in growing Azaleas, Rhododendrons, Kalmias, Ericas, Collunas, Pieris and Leucothoes.

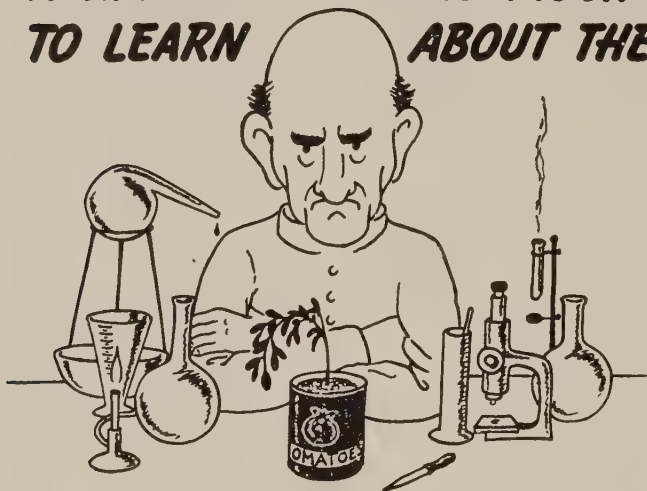


Banded Shrubs & Evergreens (Continued)

(About Rhododendrons)

All of these might be grouped together from the standpoint of growing them into finished plants. They always sell for high prices, but many nurserymen in the "heavy soils" areas have given up in their efforts to produce them. Yet there are some

IT APPEARS THERE IS MUCH TO LEARN ABOUT THEM



very handsome profits awaiting you if you can finish them satisfactorily.

Indeed, it appears that there is much to be learned about them. We wish to make no effort to establish ourselves as authorities on the subject. Do, however, permit us to say that we are now producing hundreds of thousands of fine liners of these various sour-soil-loving plants. There are a few things which we believe we have learned about them. This is intended to be only a chronicle of our experiences.

For a number of years we "monkeyed" with all kinds of soil mixtures and spray programs. While the plants are very young, they respond (or pass out) more quickly than those further advanced. It is logical, therefore, to carry on the experiments with small plants. These youngsters provide the quickest data.

In order to grow Azaleas, Rhododendrons, etc. here we did, for quite some years, experiment with various combinations of peats, soils and soil conditioners, as well as fertilizers, sprays and dusts. It didn't take long to learn that probably one of the first requisites is light, fluffy, sour soil which would drain well and would not compact from rains and waterings.

Combinations of peats, soils, well decayed sawdusts, leafmold and almost every other medium we could learn about, were tried. As time went on, more and more peat moss was used in the mixtures of these combinations.

Someone here wisecracked that if a lot of peat moss was so good for these plants, why wouldn't straight peat be better. It didn't sound unreasonable; so peats



Banded Shrubs & Evergreens (Continued)

(About Rhododendrons)

were accumulated from a number of sources to see what could be done with them.

Some were mixed with our soil, whereas others were used without anything added. It was amazing to see how much better the plants progressed in straight peat. Peats from at least a dozen sources were tried. Domestic peats (which come in bulk) appeared to give much better results than imported peats (which come in bales). Michigan peat gave the best results of all. A peat from Ohio sold under the name of "Mello Peat" ran a close second.

New and additional mosses are being tried continuously. It is hoped that some of these may prove desirable, because transportation costs on peat moss run quite high. If nearby sources of peat can be found, and the peat proves as satisfactory, much saving might be realized on the moss. As the results of these additional experiments are determined, they will be reported upon, provided of course that the results are good.

As stated above, no two soils are alike. In parts of New Jersey and Ohio, Rhododendrons, Azaleas, etc. will grow into finished stock with less trouble than Petunias. In some places on Long Island they grow like hay. But even in some areas where the soil is light, growers have not been successful in finishing these plants. Possibly the addition of a fair percentage of domestic peats will be just what is needed.

If you have "no luck" in growing Rhododendrons, Azaleas, etc., try the peatmoss treatment. Many of our good customers who went along with the idea last year had good results without exception.

See page 14 for another idea about growing these plants into finished stock in peatmoss.

Sprays & Dusts

Imported peats (which come in bales) are evidently dehydrated so that they can be packed tightly. In the process of dehydration, very probably either steam or hot water is used. Or possibly, only the drying process has a tendency to kill the bugs, bug eggs, soil bacteria and soil-borne diseases.

Domestic peats (which come in bulk or bags) are not dehydrated, and evidently carry a very high percentage of soil bacteria.

Possibly they produce so much better results only because of these soil bacteria.

We don't know much about it; but we do know that these domestic peats do carry their normal quota of bugs, bug eggs, and soil-borne diseases.

During the past several years we have accumulated a number of different kinds of bugs from these peats. At least it is believed that these insects came in the various mosses. Grub worms, cutworms, flea beetle, and possibly some others, find the soft, fluffy moss a wonderful home. And they seem to prosper magnificently in it.

Soil-borne diseases, of course, must be expected.

One soil-borne disease, which may be expected



Banded Shrubs & Evergreens (Continued)
(About Rhododendrons)

whether or not you use peat, is Rhododendron rhyzoctonia. (See photo). It affects some types of Azaleas and Rhododendrons quite alarmingly. A plant affected with rhyzoctonia begins to turn slightly yellowish in color, the leaves droop and turn a sickly green. Before long the plant seems to have just dried up, still maintaining this light green color. And of course it soon dies.

The "old-timers" (and even today, many of the European growers) continue to use Bordeaux mixture to control rhyzoctonia as well as some other types of leaf and flower diseases, most of which might be classed as soil-borne. However, Bordeaux mixture is very high in Ph. Because we probably



**"Rhodie" with bad case of Rhizoctonia;
it will kill 'em!**

dust and spray our plants more often than is necessary to keep them clean, this high Ph material has a tendency to bring up the Ph of the peat planting medium. Therefore there are serious objections to using Bordeaux.

When Fermate was first introduced, it appeared that it might be the solution to the problem. However, Fermate seemed to have a tendency to dwarf the plants. Possibly the carrying agent, that is, the material in which the Fermate is mixed, is the dwarfing substance. And possibly another trial with a carrying agent of lower Ph would prove satisfactory.

Aphids and mites have a picnic with these ericaceous plants. And if you have ever seen an Azalea badly



Banded Shrubs & Evergreens (Continued)

(About Rhododendrons)

infested with lace-fly, you know what damage this bug can do. Over a period of only ten days lace-fly can damage a three foot Azalea beyond repair.

In an effort to come up with a spray material which would contain the proper ingredients to kill all of the bugs that seem to bother Azaleas, Rhododendrons, etc., and at the same time have both a low Ph and a fungicide, controlling rhyzoctonia and other similar diseases, much work has been done with one of our local insecticide firms.

After many trials they have developed a micronized fungicide-insecticide with a low Ph which can be used either as a spray or dust. We prefer to use it as a dust, simply because our plants are small and it is difficult to reach all of a plant without high pressure spraying. The dust floats in the air and seems to coat the plants much better on top as well as below the leaf, than the spray.

This material has been put together only during the past several months. And it is definitely in the experimental stage. However we have used it on hundreds of thousands of Rhododendrons and Azaleas, etc., and have seen no harmful effects whatsoever, but instead have seen perfect control of leaf-chewing, sucking, and other flying insects, as well as any leaf diseases that have appeared to date. Without attempting to get into the insecticide business, it occurs to us that this same material should be wonderful for a number of other purposes.

Take as a illustration leaf spot control on Viburnum, or Holly Minor, or Birch pin-borer; or it might be used well as a rose spray or dust. It should do well on Kerria japonica leaf-spot. And it might even be extended to control cherry leaf-spot, or other similar diseases of fruit trees. Incidentally, the stuff is supposed to be non-poisonous to humans.

Spring is actually being awaited anxiously to find out just how far reaching this material will go. It certainly has done a wonderful job in the green-houses and coldframes. And because it combines not only an insecticide but also a fungicide, it could mean the saving of considerable spraying and dusting costs.

★ ★ ★

Unfortunately, we have been unable to figure out any way that we can get any profit out of peat mosses and insecticides. Therefore we do not handle them, but suggest that you write to the following firms direct for information about costs, deliveries, etc. of these various substances:

Michigan Peat, Inc.,
267 Fifth Avenue,
New York, 16, N.Y.
(for Michigan Peat.)

Mel-lo Peat Company,
Att. Mr. C. C. Crooks,
Willard, Ohio.
(for Mello Peat)

Blue Ridge Fruit Exchange,
Att. Don Mort,
Cor. Third St. & Cleveland Ave.,
Waynesboro, Penna.
(for the new Insecticide-fungicide)



Banded Shrubs & Evergreens (Continued)

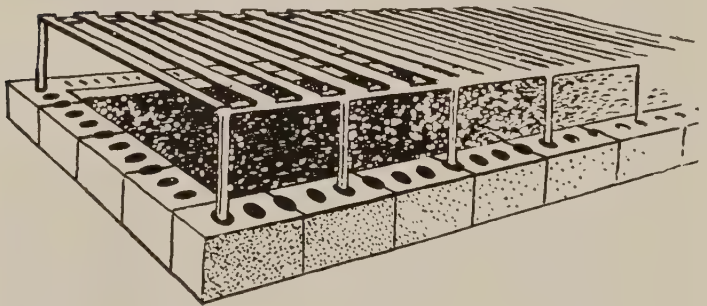
(About Rhododendrons)

Here's a good idea!

A good customer tells us that he just didn't feel like tossing a lot of high-priced peatmoss around. Yet he did want to grow some Azaleas and Rhododendrons.

To solve the problem, he set 8x8x16" Cement Blocks on top of the ground, in rectangular form, to shape up a bed 6' wide and 50' long. Coarse ashes were filled into the bed to a depth of two or three inches. The blocks were placed with the holes up, and the holes were filled with soil, as well as the "joints" between the blocks.

Enough stakes were driven into holes in the blocks to support a 1x3" strip of lumber about 15" above the tops of the blocks. Shade lath were placed across these strips. Thus he had a low cost, yet substantial container to keep the moss from being scattered



about; and he probably could not have devised a better place for growing Azaleas, Rhododendrons, etc.

The bed was filled to the top with peat, and the plants planted in this strait moss where they certainly grew well.

Later another bed, exactly like the first and beside it, was built, and a walkway left between. The walkway was partially filled with soil, and topped with crushed rock to keep it dry. Looked like a "top" idea.



Banded Shrubs & Evergreens (Continued)

* RHODODENDRON catawbiense. (Catawba Rhod. nursery-grown seedlings; hardy; buds deep purplish-red, open to crimson.) -----	13.50
* RHODODENDRON hybrid seedlings. (Nursery-grown seedlings from seeds of red blooming hybrids.) -----	13.50
SALIX purpurea nana. (Blue Asiatic Willow; one of the very best hedge plants. It will grow quickly in your fields, to a fine money maker. See Wayside Gardens Catalog for their appraisal of this plant.)---	8.00
* SPIREA Anthony Waterer. (And these are true without mixtures.) -----	9.00
SPIREA billardi. (Pink blooming spikes; fine for floral uses; blooms continuously if kept cut.) -----	8.00
* TAXUS baccata repandens. (Spreading English Yew.)	15.00
TAXUS cuspidata spreading. (Spreading Jap. Yew. You can't have too many.) -----	12.50
* TAXUS cuspidata capitata. (Upright Japanese Yew; from cuttings.) -----	15.00
TAXUS cuspidata capitata. (from seeds, plants are smaller than cuttings.) -----	12.00
* TAXUS cuspidata nana. (True dwarf Japanese Yew. "Brevifolia" type.) -----	12.50
* TAXUS intermedia. (Selected strain; we like them better than cuspidata.) -----	12.50
* TAXUS media browni. (Broad upright type which branches to the ground, and can be sheared for low specimens.) -----	12.50
* TAXUS media hicksi. (Hick's Columnar Yew; hardy and good; heavy berry-bearing strain.) -----	12.50
THUJA occ. elegantissima. (Gold-tipped Arborvitae; one of the better Arborvitae.) -----	12.50
THUJA occ. globosa LITTLE GEM. (Very dwarf; dense and pretty; we have only a few.) -----	15.00
* THUJA occ. globosa Woodwardi. (Probably one of the best of the globe Arborvitae; spring '53 shipment.)---	12.50
* THUJA occ. nigra. (The dark green form of American Arborvitae.) -----	12.50
* THUJA occ. pyramidalis. (Pyramidal Arborvitae. Ours is a strain selected for good winter color and more compact growth. Spring '53 delivery only.) -----	12.50
* VIBURNUM burkwoodi. (Fragrant Snowball; semi-evergreen, hardy, and a very fine plant; spring '53 delivery only.) -----	22.50
VIBURNUM opulus sterilis. (Common Snowball.)-----	9.00
VIBURNUM tomentosum. (Doublefile Viburnum.)-----	12.50
WEIGELA Eva Rathke. (True type; red Weigela; one of our specialties.) -----	9.00
* WEIGELA vaniceki. (Another red Weigela; supposed to be hardier than Eva Rathke.) -----	9.00
* See page 18 before ordering items so marked.	

Cotoneasters and Pyracanthas

These lovely plants try to be a little difficult. Both are inclined to send out long rat-tails for roots. If you plant them in the field, even though you do root-prune them religiously, and do dig them with an extra large ball of earth, they oftentimes don't grow.

The solution, of course, is to plant them in clay pots, and plunge the pots in beds or in the field. Set the pots no deeper than an inch from the pot top, or you'll find that the plants will root over the top of the pots when a little soil is raked up in cultivation. Be sure to cover over well the hole in the pot; and start with pots big enough. 8" standards are not too large.

Then, when you sell the plant, you can give the customer the roots as well as the top of the plant; and it will grow.

Another advantage in potting them as above, is that



you can sell them and make deliveries in the late summer and early fall while the berries are at their best. Your customers will buy them then; and yet, that seems to be just the time when these plants refuse to stand transplanting.

Perennial Liners in Plant Bands

For Spring Shipment

2" BANDS

Limited storage space and shortage of help forces us to greatly curtail perennial propagation this year. Only a few items were prepared, but these we have in good quantity.

RATES: Prices are "per 100"; 50 or more at 100 rate; 300 or more of a single variety at 5% off prices quoted; 1000 or more of a single variety at 10% off prices quoted; for less than 50 of a variety, figure \$3.00 per 100 above prices shown.

ASTILBE. (Spirea Astilbe or Perennial Spirea.)

America. Lilac-rose.	10.00
Bergkrustal. Purple.	11.00
Deutschland. Pure white.	11.00
Fanal. Intense red.	11.00
Gertrude Brix. Carmine red.	11.00
Gloria Superba. Brilliant deep pink.	10.00
Koln. Dark carmine red.	11.00
Rubin. Bright red, tinged white.	11.00
Salmon Queen. Light salmon, almost white.	10.00

DICENTRA. (Bleedingheart.)

eximia. Fernleaved type.	8.00
spectabilis. True old-fashioned.	10.00

PHLOX SUBULATA. (mountain Pinks.)

alba. Pure white.	7.50
atropurpurea. Rich wine red.	7.50
Blue Hills. Pale Blue.	7.50
Emerald Blue. Compact type new.	7.50
Emerald Pink. Compact type new.	7.50
G. F. Wilson. A best blue.	7.50
lilaciana. Lilac blue. Sometimes called gray Phlox ..	7.50
moerheimi. Deep salmon pink.	7.50
rosea. Rose pink.	7.50
vivid. Pink with dark eye.	7.50



Plants in bands can be planted at your Convenience.

**GET YOUR PROFITS FIRST!
THEN DO YOUR PLANTING.**

When your nose was young, smells were "smellier," colors were prettier, and girls were "for nothing" but to wash dishes.

The nursery business didn't amount to much, either. You had a couple of weeks of "planting season;" and



PLANTS IN BANDS CAN BE PLANTED AT YOUR CONVENIENCE

what you didn't "get rid of," you hauled out to the burn pile.

The bank was always noseey; and the bum at the Express Office wanted cash (no checks), before he'd let you have your box of apple seedlings.

Landscaping was "high art," and was for sharp characters around the cities. Oh, now and then some hefty dame with a "broad A" and a brass-trimmed job piloted by a colored boy in red, would roll in and want a flowering peach tree (which you had to "make" out of the Elberta bin); but taking it as a whole, to the average small town nurseryman "Orna-mental Evergreens" meant "Norway Spruces."

Today, fruit-tree growing is a job for specialists (who still grow them for peanuts); and the Orna-mental business IS the nursery business.

Alert nurserymen have certainly figured out a lot of ways to extend the income season, but the rush is still confined to several weeks in the spring. Get every dollar you can out of your spring rush. Sell your stock as long as people will buy it. Then, after the spring business slows down, begin your own planting.

Customers tell us that they have planted our plants in bands right up 'til the first of October. To do that



here at Waynesboro with our heavy clay soil, would not work very well, unless the plants were very well mulched. Here we can safely plant them all summer and until the tenth of August without much risk of winter heaving. Plant these banded plants directly to the field, except possibly the very dwarf varieties (and in some areas, Rhododendrons, Azaleas and other ericaceous plants). They are well started, and will do much better in the field than they will in beds.

It's a shame!

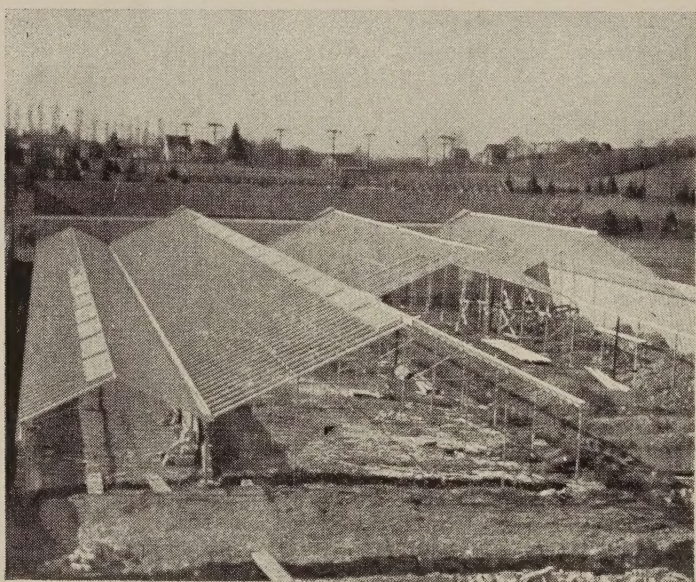
You can blame it all on the weather!

Many varieties of plants listed in this price list will not be available for shipment with our regular May deliveries. The explanation is given in the accompanying photograph. The past November, December and January, according to the local weather station, have been the three worst Waynesboro has seen for something like 77 years. We should pick a year like this to try to finish some additional propagating space!

All items which are marked with an asterisk (*) are available only "when ready." In some cases the "earliest estimated delivery date" is shown in parenthesis following description of the variety.

We'll be happy to take your order for these items and supply them as soon as they are ready. You may be assured that the plants will be in planting shape when you get them. They will not be sent before ready to plant. Instead, they will be well rooted and well established when they are shipped.

They will not be shipped too late. If they are not



15,000 sq. ft. stopped cold by the cold.



ready for summer shipment, they will not be shipped until the spring of '53. That may appear quite far away; but remember the plants will be growing here, and they will be where they can be protected their first winter.

All of our greenhouses, coldframes and prop houses are filled. We have more stock than ever before, but bookings against it are all heavier than ever before. Some items are completely booked for the present. More of most things are "in process," but such items will not be good enuf to go along with our regular May deliveries.

No one likes complaints; and, thank heavens, we have very few. We do, however, much prefer complaints about lateness in delivery to complaints about the quality of our stock.

You can plant plants in bands safely until quite late, (See page 17) and be assured of good results.

Place your order for your requirements, and permit us to deliver just as soon as the plants are ready.

Grow Better Plants in Cypress Plantbands They Won't Steal Your Soil Nitrogen

Wood veneer bands have a great reputation for doing that. Chances are that you have seen articles in the trade journals saying that many plants appear unhappy in plantbands.

They explain it this way: wood veneer, being thin, decomposes rapidly. While the band is rotting, large amounts of Nitrogen are used in the process.

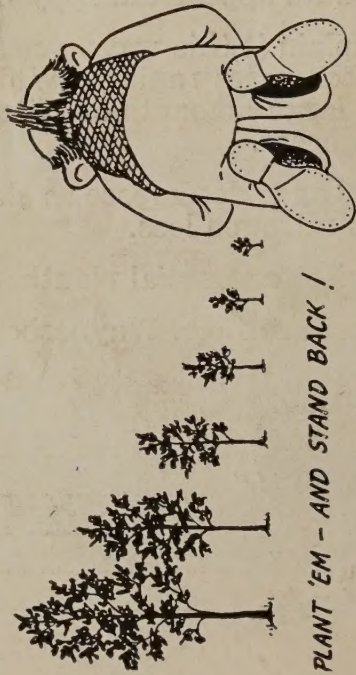
Cypress bands decompose so slowly that they cause no nitrogen loss.

Write for Special plantband folder

Prices are f.o.b. Waynesboro, Penna.

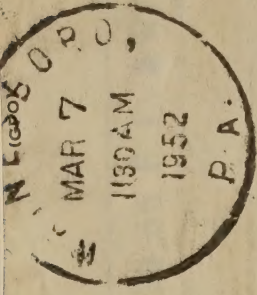
	Per M
1 $\frac{3}{4}$ x 1 $\frac{3}{4}$ x 2 $\frac{1}{2}$ " -----	3.80
2 x 2 x 2 $\frac{1}{2}$ " -----	4.00
3 x 3 x 3" -----	5.00
3 x 3 x 4" -----	5.20
4 x 4 x 4" -----	6.00

THEY'RE EASY TO GROW



PLANT 'EM - AND STAND BACK !

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